



P4P Farmers' Organization Follow-Up Survey

[impact & non impact countries]

Introduction

My name is _____ and I am working for the World Food Programme here in _____ [name of country]. We are conducting a survey of farmers' organizations and I would like to talk with the person or persons within the _____ [name of organization from below] who can provide complete information about the organization's membership, the services it provides to members, and its sales of staple commodities. Is that person or persons available?

Enumerator: Confirm that you are speaking with someone from the identified farmers' organization. If not the identified organization, terminate the interview. If the organization is correct but not the correct person, ask to speak to the correct person or persons and start the introduction again.

The World Food Programme is an international organization that distributes food to those in need. The WFP wants to begin buying more of the food it distributes from smallholder farmers. To do so, it needs to understand how staple commodities are produced and marketed in _____ [name of country]. We are conducting surveys of farmers' organizations so we can more fully understand the challenges farmers' organizations face marketing crops and how WFP might address these issues..

Your organization has been randomly selected to participate in the survey because it is in an area where WFP works. The survey is voluntary and we will not share the information you give us with anyone else. We will never use the information in a way that identifies you or your organization. Your participation is voluntary and you can choose not to answer any or all of the questions if you want. However, we hope that you will participate since your views are important. The survey should take about one hour.

Are you willing to participate in the survey?

Do you have any questions?

Questionnaire number (pre-filled)

(Pre-filled with information from previous survey)

Group Information			
Type of farmers' organization (Participating in P4P = 1, Not participating in P4P = 0) (Pre-filled)			_ _
Year organization became involved in P4P? (Pre-filled)			_ _ _ _ _ _
Identifying Information			
Questionnaire number: (Pre-filled)			_ _ _ _ _ _
Country name: (Pre-filled)		Country code (Pre-filled)	_ _ _
District name: (Pre-filled)		District code (Pre-filled)	_ _ _ _
Region name: (Pre-filled)		Region code (Pre-filled)	_ _ _ _
Village name: (Pre-filled)		Village code (Pre-filled)	_ _ _ _
Urban/Rural: (Pre-filled)	Urban = 1, Rural = 2		_ _
Name of farmers' organization (Pre-filled)		Organization code (Pre-filled)	_ _ _ _ _ _
Name of farmer association (Pre-filled) (If relevant)		Association code (Pre-filled)	_ _ _ _ _ _
Is the target of the interview a club or an association?	1 = Club 2 = Association		_ _
Number of years association has been involved with P4P			_ _ _

Pre-filled with information from previous survey						
Name of respondent						
Position with farmers' organization						
GPS coordinates.....	_ _ _	_ _ _	. _ _ _ _			
...	DD	MM	.mmm			
Date of interview	_ _ _	_ _ _	20 _ _ _			
.....	Day	Month	Year			
Time of interview start:	_ _ _ _ : _ _ _	Time of interview end:		_ _ _ _ : _ _ _		
Team						_ _ _

code.....		
Enumerator name		Enumerat or code
Signature of supervisor/team leader	_ _ _ _ 	

Module A. Organization Structure and Membership

A1. In what year was this farmers' organization established?	_ _ _ _ _
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A2.			How many cultivate [insert country-specific threshold for smallholder farmers] acres/hectares? (If "Don't know", go to d, Otherwise go to question A5)	About what percentage of members cultivate [insert country-specific threshold for smallholder farmers] acres/hectares?
	How many registered members does this organization have?	How many have paid their annual membership to date?		
		-8 = not applicable	-7 = don't know	
	a	b	c	d
1	Men	_ _ _ _ _	_ _ _ _ _	_ _ _ _ _
2	Women	_ _ _ _ _	_ _ _ _ _	_ _ _ _ _

A5.		How many elected or appointed leaders does the organization have? (Enter "0" if none)	How many employees are paid throughout the year? (Enter "0" if none)
		a	b
1	Men	_ _ _ _ _	_ _ _ _ _
2	Women	_ _ _ _ _	_ _ _ _ _

A9. Does the organization have a bank account in its own name?	_	1 = Yes 0 = No
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A9.1. Does this organization have access to credit? (If "No", go to question A10)	_	1 = Yes 0 = No
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A9.2. Does the organization have access to enough credit for its needs?	_	1 = Yes 0 = No
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A10. Has this organization ever applied for cash loans? (If "Yes", go to question A11) (If "No", go to question A14)	_	1 = Yes 0 = No
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A11. Were any credit applications approved and the loans received? (If "Yes", go to question A12) (If "No", go to question A13)	_	1 = Yes 0 = No
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A12. Please tell me about the last three cash loans this organization has received. (Go to question A15 after completing this question)					
	Lender	In what year did you receive the loan?	What amount did you apply for?	What amount did you receive?	What is the current status of the loan repayment?
	a	b	c	d	e
1	_ _	_ _ _ _	_ _ _ _ _ _ _ _ _ _ _ _ _ _	_ _ _ _ _ _ _ _ _ _ _ _ _ _	_ _ _ _
2	_ _	_ _ _ _	_ _ _ _ _ _ _ _ _ _ _ _ _ _	_ _ _ _ _ _ _ _ _ _ _ _ _ _	_ _ _ _
3	_ _	_ _ _ _	_ _ _ _ _ _ _ _ _ _ _ _ _ _	_ _ _ _ _ _ _ _ _ _ _ _ _ _	_ _ _ _

<p>A12a: Lender types</p> <p>1 = Bank</p> <p>2 = Buyers (forward payment)</p> <p>3 = National/international NGO or microfinance institution, including SACCOS</p> <p>4 = International development agencies (UN, USAID, GTZ, etc.)</p> <p>5 = Agricultural supply companies</p>	<p>6 = Rural credit fund</p> <p>7 = Affiliated farmers' organization</p> <p>8 = Government fund</p> <p>9 = Rural development project</p> <p>10 = Money lender</p> <p>11 = Other</p>	<p>A12e: Loan status codes</p> <p>1 = Fully repaid</p> <p>2 = Payments up to date but not fully paid off</p> <p>3 = Payments not yet due</p> <p>4 = In default</p>
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<p>A13. What was the main reason the farmers' organization did not receive the loan? (Go to question A15)</p>	_	<p>1 = Had other outstanding loans</p> <p>2 = Could not provide business plan</p> <p>3 = Did not meet the qualification criteria</p> <p>4 = Could not provide requested collateral</p> <p>5 = Lack of credit history</p> <p>6 = Other</p> <p>-7 = Don't know</p>
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<p>A14. Why has the organization never applied for credit?</p>	_	<p>1 = Did not need credit</p> <p>2 = Lack of consensus in the organization</p> <p>3 = No credit providers in our area</p> <p>4 = Credit providers do not give credit to farmers</p> <p>5 = Rates are too high</p> <p>6 = Do not have the required collateral</p> <p>7 = Lack of knowledge about access to loans</p> <p>8 = Other</p>
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<p>A15. Does this organization provide cash loans to its members?</p>	_	<p>1 = Yes</p> <p>0 = No</p>
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A16.		Have any of your organization's management and/or staff members received training in ____? (Prompt if necessary to capture all items)	Who provided the most recent training?	Have any of your organization's members received training in ____? (Prompt if necessary to capture all items)	Who provided the most recent training?
		1 = Yes 0 = No -7 = Don't know	See codes below	1 = Yes 0 = No -7 = Don't know	See codes below
		a	d	b	c
1	Organization record keeping	__	__	__	__
2	Financial management	__	__	__	__
3	Group management/group dynamics/leadership skills	__	__	__	__
4	Post harvest handling	__	__	__	__
5	Conservation farming	__	__	__	__
6	Setting prices	__	__	__	__
7	Business planning	__	__	__	__
8	Agricultural practices for improving production	__	__	__	__
9	Other (specify) _____	__	__	__	__
10	Other (specify) _____	__	__	__	__
11	Other (specify) _____	__	__	__	__
12	Other (specify) _____	__	__	__	__

A16c/d: Assistance provider codes

- 1 = Government
- 2 = International/national NGO
- 3 = International development agencies (UN, USAID, GTZ, etc.)
- 4 = Buyers (traders, others)
- 5 = Other
- 6 = Agricultural input supplier
- 7 = Don't know

A17. Has your organization received any other kind of assistance or support from government, NGOs, buyers, or others? Examples might include subsidized or free inputs, tools, or cash. (If "No", go to question A19) (If "Yes", go to question A18)	__	1 = Yes 0 = No
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A18.		Did you receive the following types of assistance? (Prompt as necessary)	Who provided the assistance?
		1 = Yes 0 = No -7 = Don't know	See codes below
		a	b
1	Subsidized or free seeds	__	__
2	Subsidized or free fertilizer	__	__
3	Subsidized or free farming implements (tools)	__	__
4	Subsidized or free pesticides/herbicides	__	__
5	Providing or rehabilitating storage facilities	__	__
6	Loans of agricultural tools or work animals	__	__

A18b: Assistance provider codes

- 1 = Government
- 2 = International/national NGO
- 3 = International development agencies (UN, USAID, GTZ, etc.)
- 4 = Buyers
- 5 = Other
- 7 = Don't know

A19. During the [season], did this organization develop annual plans for how to produce and market its members' commodities?	__	1 = Yes 0 = No -8 = Not applicable
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Module B. Farmers' Organization Facilities and Services

B1. Does this organization have access to storage facilities? (If No, go to question B3)	_	1 = Yes 0 = No
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B2.	Does the organization have access to _____? (If "No", go to next row)	Does the farmers' organization own _____(s)? (If "Yes", go to d)	What are the terms of use for this facility?	What is the storage capacity of all the _____(s) the organization has access to?	(Record units of measure for capacity)	Does this warehouse issue a receipt that you can sell, trade, or use as security for a loan?		
						1= Yes 0 = No	1= Yes 0 = No	
	a	b	c	d	e	f	g	
1	Basic earth granaries (traditional storage)	_	_	_	_ _ _ _	Units _	Weight of "other" units in kg _ _ _ _	
2	Long-term storage facilities capable of maintaining quality (warehouse, store)	_	_	_	_ _ _ _	Units _	Weight of "other" units in kg _ _ _ _	_
3	Tents/plastic sheeting/iron sheet	_	_	_	_ _ _ _	Units _	Weight of "other" units in kg _ _ _ _	

<p>B2c: Terms of use for storage facilities</p> <p>1 = Rents entire storage facility</p> <p>2 = Pays user fee for using part of storage facility</p> <p>3 = Not owned by organization but no fee for use</p>	<p>B2e: Units codes</p> <p>1 = grammes</p> <p>2 = kilogrammes</p> <p>3 = 100 kg bags</p> <p>4 = 90 kg bags</p> <p>5 = 50 kg bags</p> <p>6 = metric tonnes</p> <p>7 = quintals</p> <p>8 = Other</p>
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B3.		Does any organization, service provider, or private business (other than this farmers' organization) provide this service to farmers in the area served by this farmers' organization?	Does this farmers' organization provide this service to its members or other farmers in the area?
		1 = Yes 0 = No -7 = Don't know	1 = Yes 0 = No -7 = Don't know
		a	b
2	Training or technical assistance in agricultural technologies or practices	__	__
3	Supply agricultural inputs (seed, fertilizer, etc.) on credit	__	__
4	Access to subsidized inputs (seed, fertilizer, etc.)	__	__
5	Aggregating members' commodities for sale to buyers	__	__
6	Transporting goods to buyers	__	__
7	Drying commodities for long-term storage	__	__
8	Cleaning commodities of foreign matter	__	__
9	Removing broken/small grains	__	__
10	Removing discolored grains	__	__
11	Weighing and bagging commodities	__	__
12	Small scale food processing	__	__
13	Use of storage facilities	__	__
14	Fumigation or other treatment to control insect pests in stored commodities	__	__
15	Use of cleaning facilities/equipment	__	__
16	Use of drying facilities/equipment	__	__
17	Milling with a hammer/grinding mill	__	__
18	Corn threshing/maize shelling	__	__
19	Draught power (animals/tractors)	__	__

B4. Do you sell commodities directly on behalf of your members? (If "No", END INTERVIEW)	__	1 = Yes 0 = No
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B5. Is this farmers' organization able to offer its members any kind of financing between harvest and the sale of commodities? (This might include providing or facilitating cash loans or advances between harvest and sale, use of warehouse receipt systems, or full or partial purchase of commodities by the organization prior to sale)	__	1 = Yes 0 = No
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Module C. Marketing

C 1	What products has the organization sold during the past two years? (Record WFP food basket commodities first)	What is the largest quantity of _____ that the organization has sold in one [season] during the past 2 years? (Fill in rest of table only for WFP food basket commodities)	(Record units of measure for largest quantity sold)	Weight of "other" in kg	What quantity of _____ did the farmers' organization receive from members during the [season]?	(Record units of measure for quantity received)	Weight of "other" in kg	Was the quantity received from members during the [season] larger, smaller, or about the same as the quantity received during the [previous season]? (If "larger" go to i/j) (If "smaller" go to k/l) (If "about the same", go to next row or question C2)	What are the two most important reasons the quantity received was larger? (Go to next row or question C2)	What are the two most important reasons the quantity received was smaller?		
	a	b	c	d	e	f	g	h	i	j	k	l
Record WFP commodities here (pre-fill country-specific codes for WFP commodities from list of commodities in Data Collection Manual)												
1	__	__ __ __ __ __	Units __	__ __ __	__ __ __ __ __	Units __	__ __ __	__	__	__	__	__
2	__	__ __ __ __ __	Units __	__ __ __	__ __ __ __ __	Units __	__ __ __	__	__	__	__	__
3	__	__ __ __ __ __	Units __	__ __ __	__ __ __ __ __	Units __	__ __ __	__	__	__	__	__

4	_	_	_	Units	_	_	_	Units	_	_	_	_	_	_
Record non-WFP commodities here														
5	_	_												
6	_	_												
7	_	_												
8	_	_												

<p>C1a: Commodity Codes WFP crops List country-specific WFP commodities here from commodities code list in Data Collection Manual</p> <p>Other crops List other cash and staple crops of relevance to the country from the commodities code list in Data Collection Manual</p>	<p>C1c/f: Units of measure codes</p> <p>1 = grammes 2 = kilogrammes 3 = 100 kg bags 4 = 90 kg bags 5 = 50 kg bags 6 = metric tonnes 7 = quintals 8 = Other</p>	<p>C1h: quantity received compared to [season]:</p> <p>1 = Larger 2 = About the same 3 = Smaller -8 = Not applicable – organization does not have two years of data for comparison</p>
<p>C1i/j: Codes for reason for larger quantity received from members Members produced more because...</p> <p>1 = of good rains, fewer pests/diseases, lower than usual post harvest losses 2 = expected a good price 3 = they had greater access to inputs (seed, fertilizer, pesticide) than during the [previous season] 4 = they had greater access to improved seed 5 = they received training and/or technical support 6 = they had greater access to credit than during the [previous season] 7 = they cultivated more land 10 = they had access to more labor than in the [previous season]</p> <p>The farmers' organization sold more because</p> <p>8 = it had more marketing opportunities than during the [previous season] 9 = it had more cash to buy produce from members than during the [previous season] 11 = it had access to more storage than in the [previous season] 12 = an increase in membership</p>	<p>C1k/l: Reason for smaller quantity received from members Members produced less because...</p> <p>1 = of drought, floods/rains, pests/disease, or higher than usual post harvest losses or theft 2 = they cultivated less land 3 = of poor health or because they had other income earning opportunities 4 = they had less access to inputs (seed, fertilizer, pesticide) than during the [previous season] 5 = they had less access to labor than during the [previous season] 6 = prices were low 11 = they had access to less credit than in the [previous season]</p> <p>The farmers' organization sold less because...</p> <p>7 = it had fewer marketing opportunities than during the [previous season] 8 = it had less cash or credit to buy produce from members than during the [previous season] 9 = side selling by members who found better markets 10 = member withdrawal from the farmers' organization -8 = Not applicable (no other reason)</p>	

-8 = Not applicable (no other reason)	
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C2. What is the most common way the organization gets produce from members' to a collection point for sale or delivery?	_
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C2. Delivery method codes (from members to FO's collection point)

- 1 = Farmers' organization collects produce from members
- 2 = Members deliver their produce to the organization
- 3 = The buyer collects the produce from individual members
- 4 = Other

C3. What is the most common way the organization gets members' produce from the organization's collection point to a market/buyer where you can sell?	_
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C3: Delivery method codes (from FO's collection point to final market/buyer)

- 1 = Organization delivers products to buyers
- 2 = Buyers collect from organization

C4. How far is it from your farmers' organization's collection point to the market/buyer where most of the commodities you sell end up?	a	b	1 = Kilometers 2 = Miles
	_ _ _	Units _	

C5. How much does it cost to transport 30 metric tonnes of a bagged commodity from your farmers' organization's collection point to the market/buyer where most of what you sell ends up? (Enter "-7" for don't know)	_ _ _ _ _ _
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C6. What are the three most critical problems your organization faces in selling staple commodities on behalf of your members?	a	b	c
	_	_	_

C6: Problems codes

- | | |
|---|--|
| 1 = Limited consumer demand for products | 6 = Government trade restrictions |
| 2 = Limited access to pricing information | 8 = Poor transportation infrastructure |
| 3 = High costs of collecting and preparing commodities for market | 9 = Not able to meet quality demands of buyers |
| 4 = Limited access to credit to pre-purchase commodities from members | 10 = Unpredictable prices/price fluctuations |
| 5 = Low volume of staple commodities available from members (for example, because of late payment from buyers, lack of trust in organization, low production, etc.) | 11 = Other |
| | -8 = Not applicable |

C7. I'd like to know about the five most recent sales of staple commodities or processed products that the organization made during the [season].
 (If fewer than five sales in [season], list all)
 (Record information about the five most recent sales of staple commodities or processed product)

	List the commodities/products sold in the five most recent individual sales of WFP food basked commodities here.	In which month and year did you deliver this commodity to the buyer?		Who bought the commodity or processed product? (Prompt for type of buyer)	Did the organization have to dry, clean, or sort this commodity beyond the form in which you received it to meet this buyer's specifications?	What was the quantity delivered for this sale? (mt)	How much did the farmers' organization receive? (Enter total amount the organization received, not the per unit amount)	How much of this total was paid to contributing farmers? (Enter total amount the organization paid to all members, not the per unit amount)	How did you deliver the commodity to the buyer?
		Month	Year		1 = Yes 0 = No				
	a	b	bb	c	d	e	f	g	h
1	_	_ - _	_ - - - 	_	_	_ - - - 	_ - - - 	_ - - - _	_
2	_	_ - _	_ - - - 	_	_	_ - - - 	_ - - - 	_ - - - _	_
3	_	_ - _	_ - - - 	_	_	_ - - - 	_ - - - 	_ - - - _	_
4	_	_ - _	_ - - - 	_	_	_ - - - 	_ - - - 	_ - - - _	_
5	_	_ - _	_ - - - 	_	_	_ - - - 	_ - - - 	_ - - - _	_

<p>C7a: Commodity Codes WFP crops List country-specific WFP commodities here from commodities code list in Data Collection Manual</p>	<p>C7b: Month codes 1 = January 7 = July 2 = February 8 = August 3 = March 9 = September 4 = April 10 = October 5 = May 11 = November 6 = June 12 = December</p>	<p>C7c: Type of buyer codes 1 = Households/ individuals 2 = Retail stores 3 = Millers/brewers/processors 4 = Traders/warehouse operators/food suppliers 5 = Government food reserve agency or government institutions (schools, hospitals, etc.) 9 = WFP</p>	<p>C7h: Method of delivery codes 1 = Farmers' organization using own transport 2 = Farmers' organization using hired transport 3 = Buyer collects 4 = Farmers' organization</p>
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		6 = International development agencies 7 = National/international NGOs 8 = Farmers' organization -7 = Don't know	members deliver produce to the buyer 5 = Other (specify)
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C8.		During the [season], did your organization _____ [ask for each row] commodities beyond your normal practices specifically to meet a buyer's requirements? (If "Yes", go to c) (If "No", go to b)	Why not? (Go to question next row or question C9)	Did your organization or its members perform this operation?
		1 = Yes 0 = No	See codes below	1 = Yes 0 = No
		a	b	c
1	Dry	__	__	__
2	Remove foreign matter from	__	__	__
3	Remove small and broken grains from	__	__	__
4	Remove discolored grains from	__	__	__
5	Sorting/grading	__	__	__

C8b: Reasons for not increasing quality

- 1 = No increase in price to justify cost
 2 = Increase in price not enough to justify cost
 3 = Quality received from farmers already met market specifications
 4 = Did not have capacity to improve quality

C9. Did the organization sell any commodities under a contract (signed agreement) during the [season]? (If "Yes", go to question C10) (If "No", go to question C12)	__	1 = Yes 0 = No
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C10. Of the total quantity of commodities specified in all contracts during the [season], what percentage of that quantity did you actually deliver? (If less than 100 percent, go to question C11) (If 100 percent, go to question C12)	__ __ __
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C11. What was the main reason you were not able to deliver the quantity contracted?	__	1 = Did not have access to required quantity 2 = Could not accumulate required quantity in time to meet delivery deadline 3 = Could not meet buyer's quality standards 4 = Commodity did not meet buyer's specifications 5 = Buyer revised the contract amount 7 = The price offered was no longer attractive at time of delivery 8 = Farmers' organization did not have transport to deliver the commodities 9 = Other
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C12. During the [season], did you sell <u>directly</u> to buyers...? (Mark all that apply)			
1	Outside of [country]	_	1 = Yes 0 = No
2	Within [country] but outside the province/region in which you are based	_	
3	Within the province/region but outside the district in which you are based	_	
4	Within the district but outside the town/trading center in which you are based	_	
5	Within the town/trading center but outside the village in which you are based	_	
6	Within the village in which you are based	_	

C13. Has this farmers' organization ever competed in a tender to sell commodities or processed foods? (If "No", go to question C17)	_	1 = Yes 0 = No
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C14. Have you ever won a tender? (If "Yes", go to question C15) (If "No", go to question C16)	_	1 = Yes 0 = No
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C15. Please provide the following information on the four most recent tenders for staple commodities that you have won. (go to question C17 when finished with this question)							
	What was the commodity sold?	In what year did you make the sale?	Who bought the commodity? (Prompt for type of buyer)	Did the tender specify particular quality standards?	What quantity did the contract specify (mt)	Did you completely fulfill the contract?	If not fully fulfilled, why not?
				1 = Yes 0 = No		1 = Yes 0 = No	
	a	b	c	d	e	f	g
1	_	_ _ _ _	_	_	_ _ _ _	_	_
2	_	_ _ _ _	_	_	_ _ _ _	_	_
3	_	_ _ _ _	_	_	_ _ _ _	_	_
4	_	_ _ _ _	_	_	_ _ _ _	_	_
C15a: Commodity codes Insert country-specific list of staple commodities from commodities code list in Data Collection Manual				C15c: Codes for type of buyer 1 = Households/individuals 2 = Retail stores 3 = Millers/brewers/processors 4 = Other traders/warehouse operators/food suppliers 5 = Government food reserve agency /government institutions (schools, hospitals,			

	etc.) 9 = WFP 6 = International development agencies 7 = National/International NGOs 8 = Farmers' organizations -7 = don't know
C15g: Partial delivery reasons codes 1 = Could not accumulate required quantity 2 = Could not meet buyer's quality standards 3 = Could not meet delivery deadline 4 = Buyer revised the contract amount 6 = The price offered was no longer attractive at time of delivery 7 = Farmers' organization did not have transport to deliver the commodities 9 = Commodity did not meet buyers' specifications 8 = Other	

C16. What do you think were the reasons that you did not win the tender?		
		1 = Reason for losing tender 0 = Not a reason for losing tender
1	We did not provide all requested documents	__
2	Our produce did not meet the required quality standards	__
3	We could not afford the performance bond	__
4	Did not fill in the papers correctly	__
5	Submitted the bid papers late	__
6	Price was too high	__
7	Other	__
8	Do not know	__

C17.		During the [season], what sources of information did you use to determine the price at which you sold commodities? 1 = Used 0 = Not used	Was this information useful in setting prices at which you sold? 1 = Yes 0 = No
		a	b
1	Publicly available market information (e.g., radio/TV, commodity exchange, SMS, newspapers, information boards at agricultural offices, etc.)	__	__
2	Personal knowledge of market (e.g., talking with other traders/buyers, friends, etc.)	__	__
3	Price set by the buyer you sold to	__	__
4	Extension workers/warehouse operators	__	__
5	Food Reserve Agency floor price	__	__
6	Other	__	__

(Ask only if respondent used public information) C18. What is the public source of price information you relied on most often?	—
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C18: Public market information sources

1 = Radio/TV

2 = Information boards at local agricultural offices

3 = Newspapers

4 = SMS system/mobile phone

5 = Other